

B-FSS-96 ESTIMATED SALES (NOV##1997)

The "Estimated Sales" column of the Schedule of Items shows (1)##a twelve-month reading of purchases in dollars or purchases in units as reported by the previous Contractor(s), or (2)##estimates of the anticipated dollar volume where the item is new. The absence of a figure indicates that neither reports of previous purchases nor estimates of sales are available.

The SINS for schedule number 03FAC are listed below

SIN #	SIN Title	Total Sales in \$
003 01	Smart Buildings Systems Integrator	\$1,497,038
003 97	Ancillary Repair and Alterations	\$3,563,617
003 100	Ancillary Supplies and/or Services -	\$4,325,833
371 001	Grounds and/or Cemetery Maintenance	\$13,045,668
371 002	Tree Planting/Trimming/Removal	\$7,322,203
371 003	Pest Control	\$6,293,206
541 001	Independent Elevator Inspection Services	\$1,867,152
541 099	Introduction of New Services	\$1,760,724
561 001	Fire Alarm System Preventative Maintenance and Repair Services	\$11,871,879
561 002	Water Based Fire Suppression System Preventative Maintenance and Repair Services	\$6,303,522
801 001	Surface Preparation and/or Application of Chemical Compounds	\$2,490,904
801 099	Introduction of New Services	\$0
811 001	Elevator and Escalator Preventative Maintenance	\$27,273,009
811 002	Complete Facilities Maintenance	\$277,845,911
811 003	Complete Facilities Management	\$21,879,048
811 004	Maintenance of Utility Systems	\$5,198,154
811 005	Refrigeration, Heating, Ventilation, Air Conditioner, Boiler and Chiller HVAC Maintenance	\$23,302,903
811 006	Facilities Maintenance and Management Consulting -	\$15,237,694
812 002	Dry Docking and/or Dockside Maintenance and Repair Services	\$957,459
871 100	Ancillary Supplies and/or Services -	\$1,267,688
871 202	Energy Management Planning and Strategies	\$6,328,615
871 203	Training on Energy Management	\$792,167
871 204	Metering Services	\$6,430,353
871 205	Energy Program Support Services	\$1,148,534
871 206	Building Commissioning Services	\$11,402,647
871 207	Energy Audit Services	\$3,350,324
871 208	Resource Efficiency Management (REM) -	\$3,179,852
871 209	Innovations in Renewable Energy	\$5,441,180
871 210	Water Conservation	\$4,959,116
871 211	Energy Consulting Services -	\$457,182
871 299	Introduction of New Services	\$104,500